

New Microsoft Licensing Option for California State Government

CCISDA (Riverside County) Enterprise Agreement

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Microsoft Enterprise Agreement:

The easiest, ***most cost effective*** way to license the most commonly used Microsoft products for your desktops

Enterprise Agreement

- Top Tier VL program for Microsoft's Enterprise customers
- Requires signed agreement(s)
- Greatest discount available on Microsoft products
- Media and electronic documentation provided by Select Welcome & Update Kits
- 3 Year Term covering all enterprise desktops (servers optional) for License & Upgrade Protection
- Single License Confirmation for all products issued at end of agreement term

3 Year Contract

- May be done Enterprise wide (single enrollment)
- Or may be done on an agency basis (open enrollment option)
- Minimum 100 Desktops per enrollment (no media kit for sub-250)
- Must include all “qualified” desktops in their organization
 - Can be made up of multiple “discrete” departments/agencies/divisions
- ***NO BUY IN REQUIRED FOR NEW ENROLLMENTS***
 - entities need not “get current” first

Enterprise Agreement Products

FULL PLATFORM (All 3 Components)

- Windows Desktop Upgrade + Maint. (SA)
- Office Professional + Maint. (SA)
- Core CAL + Maint. (SA)
 - Windows Server CAL
 - Exchange CAL
 - SMS CAL
 - SharePoint CAL
- May choose Component EA
 - enroll 1 or 2 components

Pricing

- 3 Annual Payments
- Microsoft provides Enterprise Reference Price (ERP) to customer & LAR(s)
- Single annual price per desktop
 - $\$/DT \times \#DT = \text{EA Annual Payment}$
- Payment made at start of each year
- At each anniversary, enrollees “True Up” any net new desktops added during the prior year
 - $L + \text{Remaining years SA}$

Pricing Model

- EA 6 = D less 7.5%
- Additional discount for Full Platform
- Pricing comes from the LAR

Desktop Offerings*

	Offerings	Open License/ Academic Open**	Select License/ Academic Select**	Open Value	Select License SAM / Select Academic SAM**	Open Value Company-wide Option	Campus/ School Agreement Academic SAM**	EA/ EA Subscription
Productivity	New Version Rights	✓	✓	✓	✓	✓	✓	✓
	Spread Payments		✓	✓	✓	✓	✓	✓
	Home Use Program (Office)	✓	✓	✓	✓	✓	✓	✓
	Employee Purchase Program				✓	✓		✓
Support	TechNet Online Concierge Chat				✓	✓	✓	✓
Tools	WinPE				✓	✓	✓	✓
	Corporate Error Reporting				✓	✓	✓	✓
	Enterprise Source Licensing Program				✓			✓
Training	eLearning	✓	✓	✓	✓	✓	✓	✓
	Training Vouchers			✓	✓	✓		✓

* Availability varies by offering and region

** Academic Programs do not include Enterprise Source Licensing Program, Training Vouchers, or EPP and Work at Home replaces Home Use Program

Server Offerings*

SA required on both Server and CAL

	Offerings	Individual		Enrollment/Agreement		Organization		
		Open License/ Academic Open	Select License/ Academic Select	Open Value	Select License SAM / Select Academic SAM	Open Value Company- wide Option	Campus/ School Agreement Academic SAM	EA/ EA Subscription
Productivity	New Version Rights	✓	✓	✓	✓	✓	✓	✓
	Spread Payments		✓	✓	✓	✓	✓	✓
Support	Problem Resolution Support ■ Web Support for Standard Edition ■ Business Hour Telephone and Web Support for Enterprise Edition		✓**	✓***	✓	✓***		✓
	TechNet Online Concierge Chat	✓**	✓**	✓	✓	✓	✓	✓
	TechNet Plus ■ Managed Newsgroups ■ TechNet Plus Subscription Media		✓**	✓	✓	✓	✓	✓
	Extended Lifecycle Hot-fix Support		✓**	✓	✓	✓	✓	✓
Tools	WinPE				✓	✓	✓	✓
	Corporate Error Reporting				✓	✓	✓	✓
Training	eLearning	✓	✓	✓	✓	✓	✓	✓

* Availability varies by offering and region.

** Not included with Academic Open/Select

*** Open Value customers with five or more server licenses with Software Assurance receive two support incidents per agreement

Who are the resellers?

- **CompuCom: John Robinson**
 - John.Robinson@compucom.com
 - (415) 255-1261
 - Sam.Andrews@compucom.com
 - (323) 954-6446
- **Dell Computer: Fritzi Mulkey**
 - Fritzi_Mulkey@dell.com
 - (512) 723-4848 or (800) 289-3355 x34848
- **PC Mall: Eric Ogden**
 - erico@pcmallgov.com
 - (800) 323-2704 x5103
- **Software Spectrum: Tim Zabora**
 - Tim.Zabora@softwarespectrum.com
 - (509) 742.2295

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